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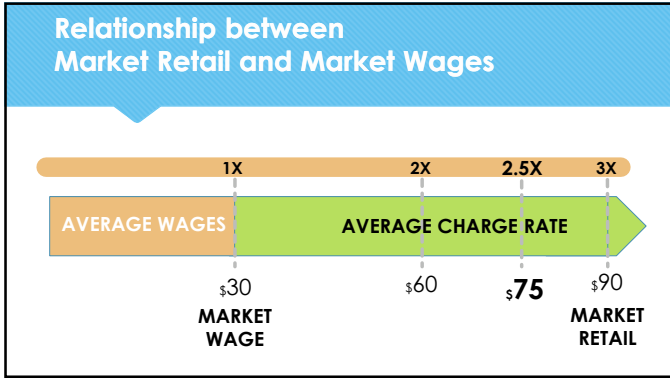
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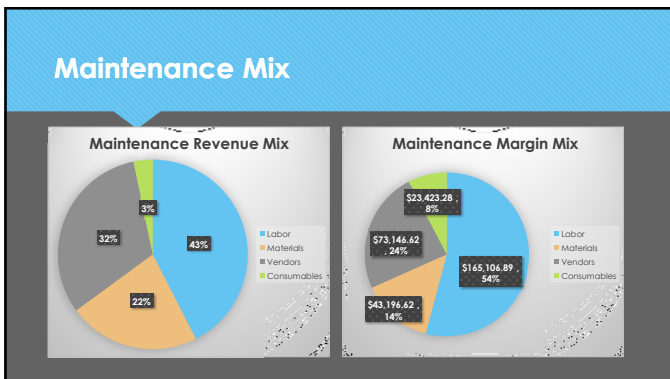
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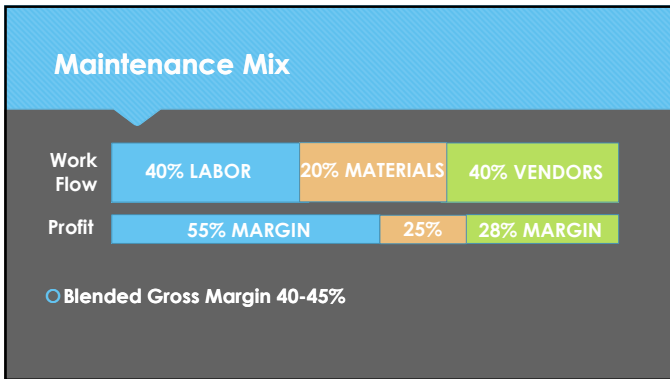
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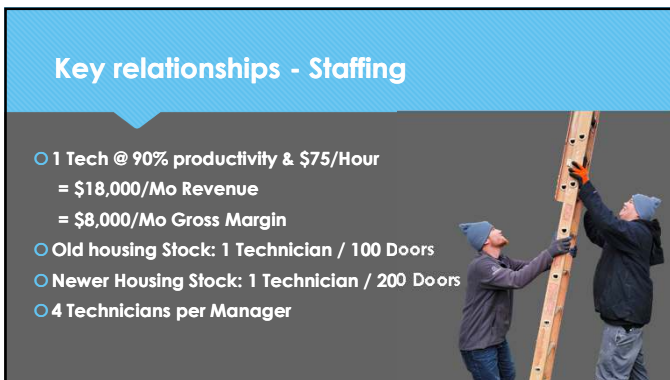
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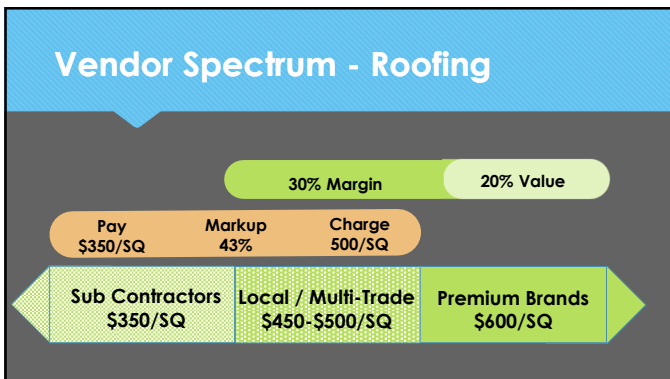
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**Maintenance is like Auto Repair**

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**Ancillary Fees** **+Margin%**

- \$6 or 3% Consumable Shop Fee
- \$8 / Bag of Garbage Fee
- Minimum Trip 1 Hour Labor Fee
- \$5-\$15 Daily Equipment Rental
  - Fans, O-Zone Machines, Space Heaters
- Inventory 200%-300% Markup on all small items



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**When to In-House?** **+Margin%**

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### In-House Services +Margin%

- Lawn Care
- Snow Care
- Annual Bush & Tree Trim
- Fall Gutter Cleaning
- Fall Yard Cleanup
- Furnace Tune-Ups
- AC Tune Ups
- Common Area Cleaning
- Pest Control
- Landscape Mulch/Weed
- Filter / Battery Change
- Exterior Pressure Washing
- Duct Cleaning



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### When to Inventory?



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### Components of an Estimate

- Higher Charge Rate than Maintenance
- Buffer or Contingency 5-10%
- Planned Dumpster / Disposal expense
- T&M budget for all items un-estimateable



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### Accounting Estimated Work

**Example Remodel Job:**

	Expense	Markup	Estimate	Margin
Labor (200 hrs)	\$ 5,141.10	\$ 55.00	\$ 11,000.00	53.3%
Materials	\$ 10,400.00	30.0%	\$ 13,520.00	23.1%
Sub-Contractors	\$ 14,000.00	43.0%	\$ 20,020.00	30.1%
<b>Total:</b>	<b>\$ 29,541.10</b>	<b>50.8%</b>	<b>\$ 44,540.00</b>	<b>33.7%</b>

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### Without WIP Accounting

Job Cash Flow:	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Income:	\$ 22,270				\$ 11,135					\$ 11,135
<b>Expenses:</b>										
Hours	0	30	30	30	25	15	50	50	10	10
Labor	\$ -	\$ 771	\$ 771	\$ 771	\$ 643	\$ 386	\$ 1,285	\$ 1,285	\$ 257	\$ 257
Materials	\$ -	\$ 4,000		\$ 1,500			\$ 3,000	\$ 500		
Subs	\$ -	\$ 7,000	\$ 3,500					\$ 3,500		\$ 3,000
<b>Total:</b>	<b>\$ -</b>	<b>\$ 11,771</b>	<b>\$ 4,271</b>	<b>\$ 2,271</b>	<b>\$ 643</b>	<b>\$ 386</b>	<b>\$ 4,285</b>	<b>\$ 5,285</b>	<b>\$ 257</b>	<b>\$ 3,257</b>
<b>Traditional Book Keeping:</b>										
Income	\$ 22,270	\$ 22,270	\$ 22,270	\$ 22,270	\$ 33,405	\$ 33,405	\$ 33,405	\$ 33,405	\$ 33,405	\$ 44,540
Expenses	\$ -	\$ 11,771	\$ 16,042	\$ 18,313	\$ 18,956	\$ 19,342	\$ 23,627	\$ 28,912	\$ 29,169	\$ 32,426
Profit \$	\$ 22,270	\$ 10,499	\$ 6,228	\$ 3,957	\$ 14,449	\$ 14,063	\$ 9,778	\$ 4,493	\$ 4,236	\$ 12,114
Profit %	100.0%	47.1%	28.0%	17.8%	43.3%	42.1%	29.3%	13.4%	12.7%	27.2%

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### WIP Adjustment

WIP Adjustment	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Labor to Complete	100%	90%	80%	70%	60%	50%	30%	20%	10%	0%
Materials to Complete	100%	60%	60%	40%	40%	40%	10%	0%	0%	0%
Sub / Vendor to Complete	100%	100%	100%	50%	50%	50%	50%	25%	0%	0%

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Book Keeping with WIP:										
Income	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Booked										
Income	\$ 22,270	\$ 22,270	\$ 22,270	\$ 22,270	\$ 33,405	\$ 33,405	\$ 33,405	\$ 33,405	\$ 33,405	\$ 44,540
Income WIP										
Adjustment	\$ (22,270)	\$ (15,762)	\$ (14,662)	\$ (848)	\$ (10,883)	\$ (9,783)	\$ (3,527)	\$ 3,930	\$ 10,035	\$ -
<b>WIP Income</b>										
<b>In Books</b>	\$ -	\$ 6,508	\$ 7,608	\$ 21,422	\$ 22,522	\$ 23,622	\$ 29,878	\$ 37,335	\$ 43,440	\$ 44,540
<b>Expenses</b>										
Labor Booked	\$ -	\$ 771	\$ 1,542	\$ 2,313	\$ 2,956	\$ 3,342	\$ 4,627	\$ 5,912	\$ 6,169	\$ 6,426
Materials Booked	\$ -	\$ 4,000	\$ 4,000	\$ 5,500	\$ 5,500	\$ 5,500	\$ 8,500	\$ 9,000	\$ 9,000	\$ 9,000
Materials WIP Adjustment	\$ -	\$ (400)	\$ (400)	\$ (100)	\$ (100)	\$ (100)	\$ (400)	\$ -	\$ -	\$ -
Sub-Contractor Booked	\$ -	\$ 7,000	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 14,000	\$ 14,000	\$ 17,000
Sub-Contractor WIP Adjust.	\$ -	\$ (7,000)	\$ (10,500)	\$ (2,000)	\$ (2,000)	\$ (2,000)	\$ (2,000)	\$ (1,250)	\$ 3,000	\$ -
<b>Total WIP</b>										
Expenses	\$ -	\$ 4,371	\$ 5,142	\$ 16,213	\$ 16,856	\$ 17,242	\$ 21,227	\$ 27,662	\$ 32,169	\$ 32,426
Profit Margin	\$ -	\$ 2,137	\$ 2,466	\$ 5,209	\$ 5,666	\$ 6,380	\$ 8,651	\$ 9,673	\$ 11,271	\$ 12,114
Margin %	0.0%	32.8%	32.4%	24.3%	25.2%	27.0%	29.0%	25.9%	25.9%	27.2%

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## Q & A Time

You can reach me at

[Mike@RentWithHeirloom.com](mailto:Mike@RentWithHeirloom.com)

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